

# QUALIFICATIONS & CERTIFICATIONS

### Summary of Subtotals

Item	Budgeted
Sales/Revenue	\$36,700,000
Pre-Permit Land Value	\$4,645,000
Residential Construction	\$18,378,023
Site Work (Hard Costs)	\$1,448,000
General Conditions, Builder's Overhead & Profit (Hard Costs)	\$3,335,389
General Development Costs (Soft Costs)	\$3,638,207
Developer Fee and Overhead	\$136,000

### Summary

Total Sales/Revenue	\$36,700,000
Total Uses (TDC)	\$31,580,619
Profit (Loss) from Sales Revenue	\$5,119,381
Percentage of Profit (Loss) Over the Total Development Costs (TDC)	16.2105

### Application for Chapter 40B Project Eligibility / Site Approval

for MassHousing-Financed and New England Fund ("NEF") Homeownership Projects

#### Section 6: APPLICANT QUALIFICATIONS, ENTITY INFORMATION, AND CERTIFICATION

*In order to issue Site Approval MassHousing must find (as required by 760 CRM 56.04 (4)) that the applicant is either a non-profit public agency or would be eligible to apply as a Limited Dividend Organization and meets the general eligibility standards of the program.*

#### Development Team:

Company Name	Contact Name	Contact Role	Applicant	Dev Entity	Primary
1025 Mass Ave LLC	Matthew Maggiore	Developer	Yes	Yes	Yes
Patriot Engineering	Michael Novak	Consultant - Architect and Engineering	No	No	No
Maggiore Construction Cor	Matthew Maggiore	Contractor	No	No	No
Davis Malm Attorneys	Paul Feldman	Attorney	No	No	No
Cambridge Savings Bank	David Ault	Consultant - Financing Package	No	No	No
LEC Environmental Consul	Richard Kirby	Consultant - Local Permit	No	No	Yes

#### Entities Responsible for Development Tasks:

Development Task	Developer / Applicant	Contact Name / Company
Architecture and Engineering	No	Patriot Engineering , Michael Novak
Construction Management	No	Maggiore Construction Corporation, M
Finance Package	No	Cambridge Savings Bank, David Ault
Local Permitting	No	Davis Malm Attorneys, Paul Feldman

#### Affiliated Entities:

Company Name	Individual Name	Affiliation	Relation
Maggiore Construction Corporati	Matthew Maggiore	Related Affiliate	Applicant

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**Previous Applications:**

<b>Project Name:</b>	<b>Filing Date:</b>
<b>Municipality:</b>	<b>Decision Date:</b>
<b>Subsidizing Agency:</b>	<b>Decision:</b>
<b>Type:</b>	<b>Other Reference:</b>

## Certification and Acknowledgement

I hereby certify on behalf of the Applicant, under pains and penalties of perjury, that the information provided above for each of the Applicant Entities is, to the best of my knowledge, true and complete; and that each of the following questions has been answered correctly to the best of my knowledge and belief:

*(Please attach a written explanation for all of the following questions that are answered with a "Yes". Explanations should be attached to this Section 6.)*

Question	Answer
Is there pending litigation with respect to any of the Applicant Entities ?	No
Are there any outstanding liens or judgments against any properties owned by any of the Applicant Entities ?	No
Have any of the Applicant Entities failed to comply with provisions of Massachusetts law related to taxes , reporting of employees and contractors, or withholding of child support?	No
Have any of the Applicant Entities ever been the subject of a felony indictment or conviction ?	No
During the last 10 years, have any of the Applicant Entities ever been party to a lawsuit involving fraud , gross negligence, misrepresentation, dishonesty, breach of fiduciary responsibility or bankruptcy?	No
Have any of the Applicant Entities failed to carry out obligations in connection with a Comprehensive Permit issued pursuant to M.G.L. c. 40B and any regulations or guidelines promulgated thereunder (whether or not MassHousing is or was the Subsidizing Agency/Project Administrator) including, but not limited to, completion of a cost examination and return of any excess profits or distributions?	No
Have any of the Applicant Entities ever been charged with a violation of state or federal fair housing requirements ?	No
Are any of the Applicant Entities not current on all existing obligations to the Commonwealth of Massachusetts , and any agency, authority or instrument thereof?	No

I further certify that the information set forth in this application (including attachments) is true, accurate and complete as of the date hereof to the best of my/our knowledge, information and belief. I further understand that MassHousing is relying on this information in processing the request for Site Approval in connection with the above -referenced project; and

I hereby acknowledge our commitment and obligation to comply with requirements for cost examination and limitations on profits and distributions, all as found at 760 CMR 56.04(8) and will be more particularly set forth in a Regulatory Agreement by and between the Applicant and MassHousing.

I hereby acknowledge that will be required to provide financial surety by means of bond, cash escrow and a surety escrow agree- ment or letter of credit with the agreement that it may be called upon or used in the event that the Developer fails either to (i) complete and submit the examined Cost Certification as required by 760 CMR 56.04(8) and the Regulatory Agreement, or (ii) pay over to the Subsidizing Agency or the Municipality any funds in excess of the limitations on profits and distributions from capital sources as required by 760 CMR 56.04(8) and as set forth in the Regulatory Agreement.

**Signature:** \_\_\_\_\_

**Name:** Matthew Maggiore

**Title:** Manager

**Date:** 03/30/2022

# Attachments 6.1

Development Team Qualifications

#### 6.1 Development Team Qualifications (required):

Attached please find resumes for Matthew Maggiore, President, David Mann, Director of Construction and Jacquelyn Maggiore, Director of Real Estate Marketing.

#### **Development Team:**

For over 45 years, The Maggiore Companies have provided expert, skilled construction management and property development services across New England. Matthew Maggiore and David Mann, who have each been with the company for over two decades, have been integral in strategically growing the operation to what it is today. Their expert knowledge of development and construction management has enabled them to expand Maggiore's multifamily residential development portfolio tremendously, totaling more than 650 units constructed and sold since 2006.

#### *Relevant Project Experience:*

PROJECT	YEAR COMPLETED	LOCATION	UNITS	INCLUSIONARY COMPONENT
Salem Place	2005	Woburn, MA	100	Woburn Housing Authority Inclusionary Housing Program
Heron Pond	2008	Wakefield, MA	107	40B Project (permitted by others)
Residences at the East School	Converted in 2014	Stoneham, MA	3	
Residences at Franklin School	Covered in 2015	Wakefield, MA	20	
Wakefield Station	2017	Wakefield, MA	60	Local Initiative Program
Davis353	2018	Somerville, MA		Local Initiative Program
Trouvaille	2019	Woburn, MA	112	Local Initiative Program
Rise475	2020	Reading, MA	29	40R Project

#### **Design Team:**

Harrison Mulhern is a 25-year-old year old architectural firm based in Winchester, MA. The firm's founder and principal, Chris Mulhern, and his experienced staff are committed to finding unique design solutions that fulfill the needs of their clients by approaching each design project with careful consideration that yields highly customized results. Maggiore has worked with Harrison Mulhern on several successful commercial and residential projects throughout the years. The signature residential projects Maggiore and Mulhern have collaborated on are Wakefield Station, a sixty-unit mixed use development in Wakefield, MA and Lookout Lake Winnepesaukee, a forty-eight-townhome development in Laconia, NH.

**Legal Team:**

Paul Feldman has spent his entire legal career at Davis Malm and has served as firm president for fifteen years. He specializes in real estate acquisitions, leasing, permitting and financing but also has extensive experience working on environmental matters especially pertaining to wetlands permitting. Paul has been representing the Maggiore Companies for twenty-two years and has been an integral part of permitting all development endeavors.

**Financing Team:**

David Ault has been a Senior Vice President at Cambridge Savings Bank since 2005. He specializes in providing construction financing for commercial investment and residential development properties. The Maggiore Companies worked with David Ault to acquire construction financing on the Davis353 and the Rise475 projects. Cambridge Savings Bank provided a FHLB letter expressing interest in becoming the construction lender for the 1021-205 Massachusetts Avenue project.

**Marketing Team:**

Jacquelyn Maggiore has served as the Director of Real Estate Marketing for the Maggiore Companies for the past decade. She manages the development and implementation of marketing campaigns for all projects and acts as a liaison between the developer and the sales or leasing team.

The Maggiore Companies have selected Compass- the Lynch/ McAdam's team for the sales of this project. Albert Lynch and Colleen McAdams have many years of experience in real estate sales and are very well respected in the brokerage community. Colleen McAdams worked with Maggiore to the successful pre-construction sale of all sixty units at Wakefield Station.

MATTHEW P. MAGGIORE

## EXPERIENCE

2001-Present    The Maggiore Companies                      Woburn, MA  
*Property Manager / Project Manager*

- Property management of over 2 million square feet of commercial property, including scheduling of general maintenance, minor repairs, and maintaining tenant-landlord relations.
- Responsible for showing property to perspective clients, negotiating leases, and completing tenant construction fit ups.
- Work with senior construction personnel on the management of construction projects ranging from \$10,000.00 to \$20,000,000.00.

2006-Present Maggiore Construction Corp. Woburn, MA  
*President*

- Manage the day to day operations of a medium-size construction and development firm with an annual volume of \$25,000,000.00 to \$35,000,000.00
- Oversee sProject Management and Estimating Department
- Pre-development and permitting of large scale residential and commercial projects for Maggiore property portfolio

## EDUCATION

1997-2001	Skidmore College	Saratoga Springs, NY
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- Bachelor of Science in Business Management

2001-2003      Northeastern University      Burlington, MA

- Construction Project Management

## **DAVID P. MANN**

**39 Whiting Road  
Oxford, MA 01540  
[dave@maggiore.co](mailto:dave@maggiore.co)**

### **Experience :**

**MAGGIORE CONSTRUCTION CORP., Woburn, MA**

June 2000 to Present – Director of Construction

June 1997 to June 2000 – Sr. Project Manager

#### **Responsibilities Include:**

- Manage field operations on all construction projects
- Oversight of all field construction personnel
- Oversight of design and estimating departments
- Oversight of project management personnel
- Project Scheduling and Coordination
- Pre-Construction
- Permit and approval processes
- Negotiate and administer Owner/Builder contracts.
- Completed contracts to date in excess of \$500 Million

**H.W. Barss & Co., Inc. – Design/Build General Contractors, Southborough, MA**

February 1987 to June 1997 – Sr. Project Manager

**Tusha-Euper Construction Co., Lubbock, TX**

May 1984 to January 1987 – Planning Coordinator – Project Manager

### **Education:**

Texas Tech University – Lubbock, TX

B.S. in Engineering Technology – Construction Specialization, May 1985

# Jacquelyn Evana Maggiore

(781) 718-2006 | jemaggiore@gmail.com

## Education

Stonehill College, Easton, MA

Bachelor of Science in Business Administration

**Major:** Management | **Minor:** Economics

**Honors:** Dean's List, Cum Laude

May 2012

## Work Experience

The Maggiore Companies, Woburn, MA

Director of Real Estate Marketing

January 2014 – Present

- Responsible for managing the marketing and real estate departments of a 45 year old development company.
- Oversees all communications, public relations and promotional activities for the organization and its in-house construction company.
- Manages the leasing activities of the entire Maggiore portfolio: including: scheduling tours, conducting showings, responding to RFPs, and negotiating throughout the leasing process.
- Collaborated with a team of graphic designers to develop entirely new branding and marketing collateral launched in 2019.

The New England Equestrian Championship

Co-Director of Advertising & Sponsorship

2013– Present

- Develops and implements a comprehensive fundraising and corporate sponsorship plan designed to secure financial support in excess of one hundred thousand dollars for a multi-day elite equestrian competition.
- Solicits, cultivates and executes year-round management of prospects and current donors including corporations, farms, and individuals.
- Develops proposals, sponsorship packages and contracts and manages the sponsor solicitation process.
- Creates and oversees the production of all promotional mailings, printed pieces and web/ social media communications as related to fundraising including the Prize List and Official Program.
- Manages all donor tracking and follows-up and handles all QuickBooks data entry, billing, payment receipt and end of the year accounting activities.

Parsons Commercial Group (PCG), Framingham, MA

May 2012 – January 2014

Associate Sales and Leasing Agent

- Represented both landlords and tenants in the sales/purchasing and leasing of multi-million dollar commercial office, industrial, and retail properties
- Prospected and met with new clients on sale and lease listings and for tenant representation assignments
- Assisted with the marketing and transacting of PCG listings, including: Scheduling tours, conducting showings, responding to RFPs, and negotiating for the client throughout the sales & leasing process
- Executed property and market surveys, developed a rapport with other listing brokers in the market, worked with property management division to coordinate tenant fit-ups for the space

## Activities

Rosie's Place| Boston, Volunteer

1999 – Present

- Participate in special projects in support of a women's homeless shelter in Boston

New England and Florida AAA Equestrian Circuit, Individual Equestrian Competitor

1995 – Present

- Nationally ranked (top 3) amateur hunter rider
- Responsible for the care of multiple horses
- Compete regularly, committing many hours each week, year round to competition and practice
- Travel extensively throughout the year to compete in national competitions and accumulate points to qualify for finals

## Skills and Professionals Affiliations

**Language:** Proficient in English, Conversational in Spanish, Conversational in American Sign Language

**Computer:** Microsoft Word, Excel, PowerPoint, Outlook, Adobe Photoshop

**Social Media:** Experienced in the social media platforms of Facebook, Twitter, and Instagram,

**Professional Affiliations:** Massachusetts Licensed Real Estate Broker

# Attachment 6.3

Request for Fair Housing Experience

### 6.3 Request for Fair Housing Experience (required):

Although we have not previously developed a 40B project, we have developed several projects with inclusionary housing components. In each case, a Regulatory Agreement with either of the Massachusetts Department of Housing and Community Development or the Municipal Housing Authority was completed. Pursuant to those agreements, we engaged in a lottery process for the affordable units after appropriate marketing and for each project we hired a monitoring agent to perform obligations as set for the Regulatory Agreements.

We have familiarized ourselves with the 40B regulations and are prepared to successfully complete the permitting process.

# Attachment 6.5

Signed Certifications & Acknowledgement

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Signature: \_\_\_\_\_

Name: Matthew Maggione

Title: Manager

Date: 03/30/2022